

Message Text

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R 052044Z JAN 76
FM SECSTATE WASHDC
TO AMEMBASSY JIDDA
INFO AMCONSUL DHAHRAN

UNCLAS STATE 001682

E.O. 11652: N/A

TAGS: BPRO

SUBJECT: VISIT OF EXIMBANK GROUP; MR. JOSEPH R. WILLIAMS,
FRANK E. WILSON AND STEVEN D. PROCTOR

1. EXIMBANK VICE PRESIDENT JOSEPH R. WILLIAMS, COUNSEL
STE EN D. PROCTOR AND LOAN OFFICER FRANK E. WILSON ARRIVED
JIDDA ON BRITISH AIRWAYS FLIGHT 770 ON JANUARY 16, AT 2025
FROM LONDON. SCHEDULED DEPART JIDDA FOR DAHRAN ON SAUDI ARABIA
AIRLINES FLT 806 ON JANUARY 18, AT 0915. SCHEDULED DEPARTURE
FROM DAHRAN FOR KUWAIT IS ON GULF AIRWAYS FLT 102 AT 0810
ON JANUARY 19 CONNECTING IN BAHRAIN WITH KUWAIT AIRLINES FLIGHT
YWQ AT 1000 FOR KUWAIT. REQUEST MEETING AND ASSISTANCE IN
JIDDA AND DAHRAN FOR ARRIVAL AND DEPARTURE. ACCOMMODATIONS
IN JIDDA AND DAHRAN ARE BEING ARRANGED BY PRINCIPALS OF
ZAHID TRACTOR AND HEAVY MACHINERY CO. IN JIDDA, AND GENERAL
CONTRACTING CO. IN AL KHUBAR, RESPECTIVELY.

2. IN JIDDA EXIMBANK TEAM WOULD APPRECIATE EMBASSY BRIEFING
AS SOON AS POSSIBLE ON JANUARY 17. REQUEST EMBASSY ARRANGE
APPOINTMENT SAME MORNING WITH PRINCIPALS OF ZAHID TRACTOR AND
HEAVY MACHINERY CO
, FOLLOWED BY AFTERNOON MEETINGS WITH THE
FOLLOWING FIRMS:

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- A. GENERAL MACHINERY AGENCIES
- B. GENERAL CONTRACTING CO. (JEDDAH 430. OFFICE)
- C. FIRST NATIONAL CITY BANK
- D. NATIONAL COMMERCIAL BANK
- E. THE RIYADH BANK

3. PURPOSE OF VISIT IS TO EVALUATE IMPORTERS OF US EQUIPMENT ON WHICH EXIMBANK HAS SUBSTANTIAL EXPOSURE AND DEVELOP POTENTIAL RELATIONSHIP WITH CERTAIN LOCAL FINANCIAL INSTITUTIONS. IF NECESSARY EXIMBANK TEAM WILL SPLIT UP DURING AFTERNOON OF JANUARY 17 TO ACCOMPLISH OBJECTIVES IN ALLOTTED TIME. EMBASSY REPRESENTATIVE IS INVITED TO ATTEND ALL MEETINGS.

4. IN DAAHHRAN EXIMBANK TEAM REQUESTS AMCONSULATE ARRANGE APPOINTMENT WITH PRINCIPALS OF GENERAL CONTRACTING CO. LOCATED IN AL KHUBAR DURING AFTERNOON OF JANUARY 18. PURPOSE OF VISIT IS TO MEET FIRM'S MANAGEMENT AND SEE ITS HEADQUARTERS AND OTHER FACILITIES IN AL KHUBAR. CONSULATE REP. IS INVITED TO ATTEND.

5. APPRICIATE EMBASSY RECONFIRMING SAUDI, GULF AND KUWAIT AIR FLIGHT RESERVATIONS SET FORTH IN PARAGRAPH ONE AND ADVISING NAMES OF CONTROL OFFICERS AND SCHEDULE OF APPOINTMENTS AS SOON AS POSSIBLE AS EXIMBANK TEAM DEPARTS WASHINGTON 14 JANUARY. KISSINGER

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